

IOWA FREIGHT ADVISORY COUNCIL



TRANSLOAD FACILITY SITE ANALYSIS (TFSA)

December 11, 2015 – Des Moines, Iowa

TFSA - History



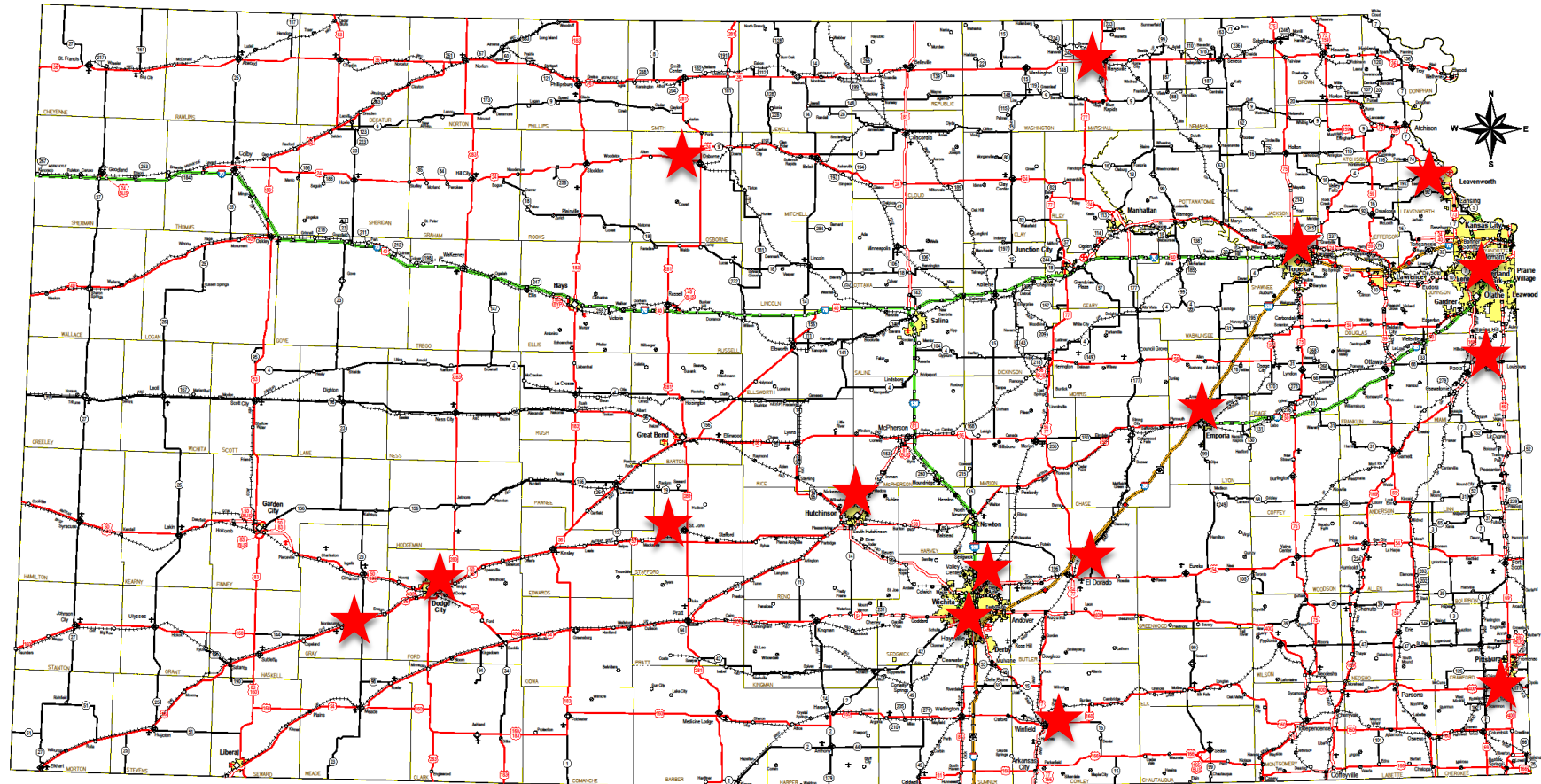
- **Statewide Transportation Freight Summit – September 2013**
 - Large group meeting and modal breakout sessions
 - Interest from freight stakeholders and local units of government to identify multimodal freight transportation needs, issues and trends
 - Freight breakout session – Identified need for a Statewide Freight Advisory Committee
- **Statewide Freight Advisory Committee**
 - Multi-modal in nature; four meetings between April and September 2014
 - Topeka, Salina, Wichita, Overland Park
 - Stakeholders from transportation companies (truck and rail), industry organizations, manufacturers, OSOW industry, LUGS, economic development organizations, state agencies, Kansas Turnpike Authority and FHWA
 - Identified multimodal freight trends, issues and needs: current, near term and long term
 - Identified Kansas Freight Corridors of Significance
 - Multiple recommendations
 - Primary recommendation – Transload Facility Site Analysis

Kansas Freight Advisory Committee – Kickoff Meeting



April 2, 2014 - Topeka

Kansas Freight Advisory Members Geographic Representation

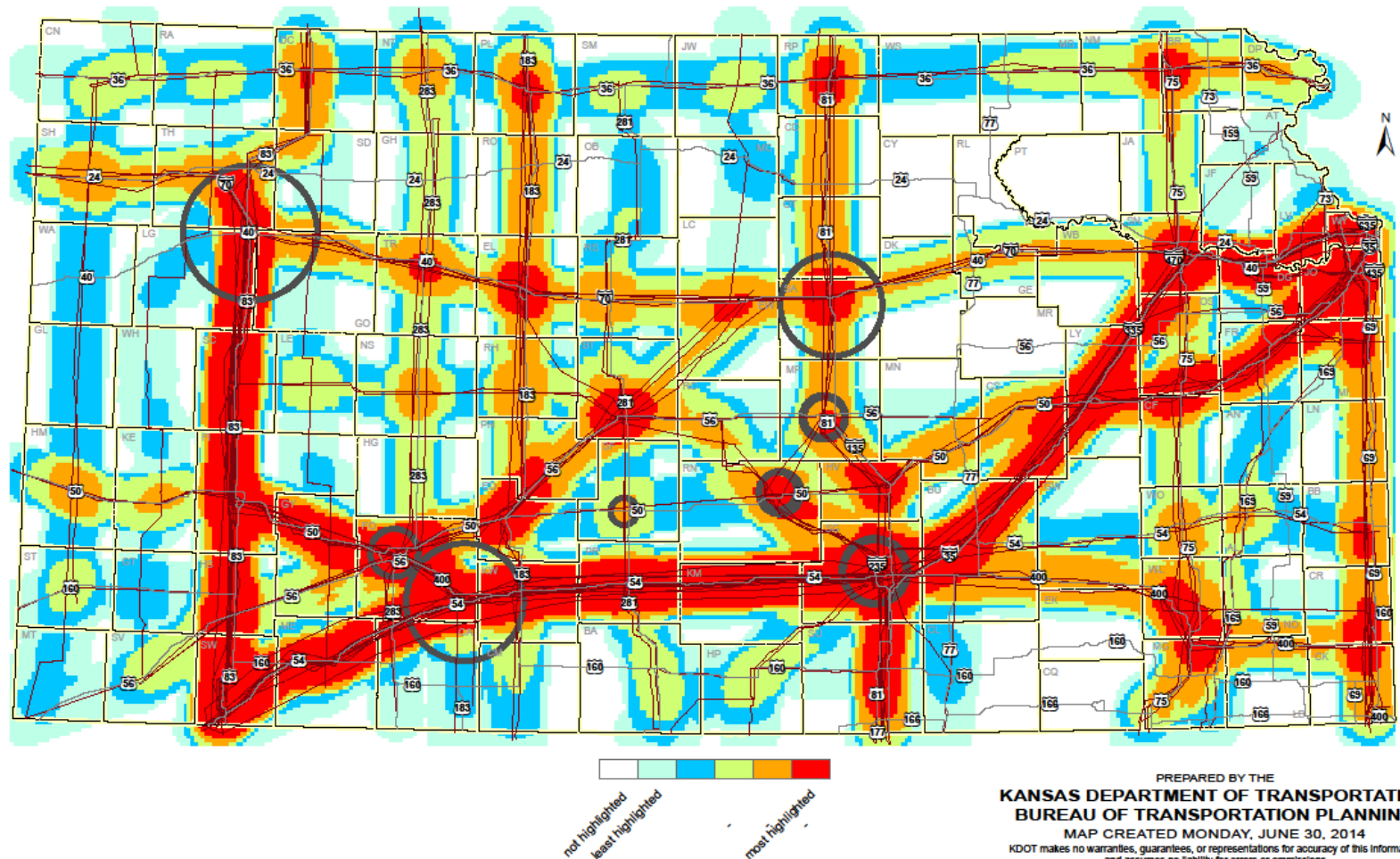


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Miles

- | | | | | | | |
|-----------------------|--------------------|-----------------|------------------|--------------------|---------------------|-----------------------|
| Interstate Route | Kansas Turnpike | Other Highway | KTA Service Area | Commercial Airport | State Capital | City 5,000 to 9,999 |
| Kansas Turnpike (KTA) | Interstate Highway | Railroad | Interchange | Military Airport | City - No Services | City 10,000 to 14,999 |
| U.S. Route | Multilane Highway | State Boundary | Toll Booth | Other Airport | City under 1,000 | County Seat |
| State Route | Principal Highway | County Boundary | | | City 1,000 to 4,999 | City 15,000 and over |

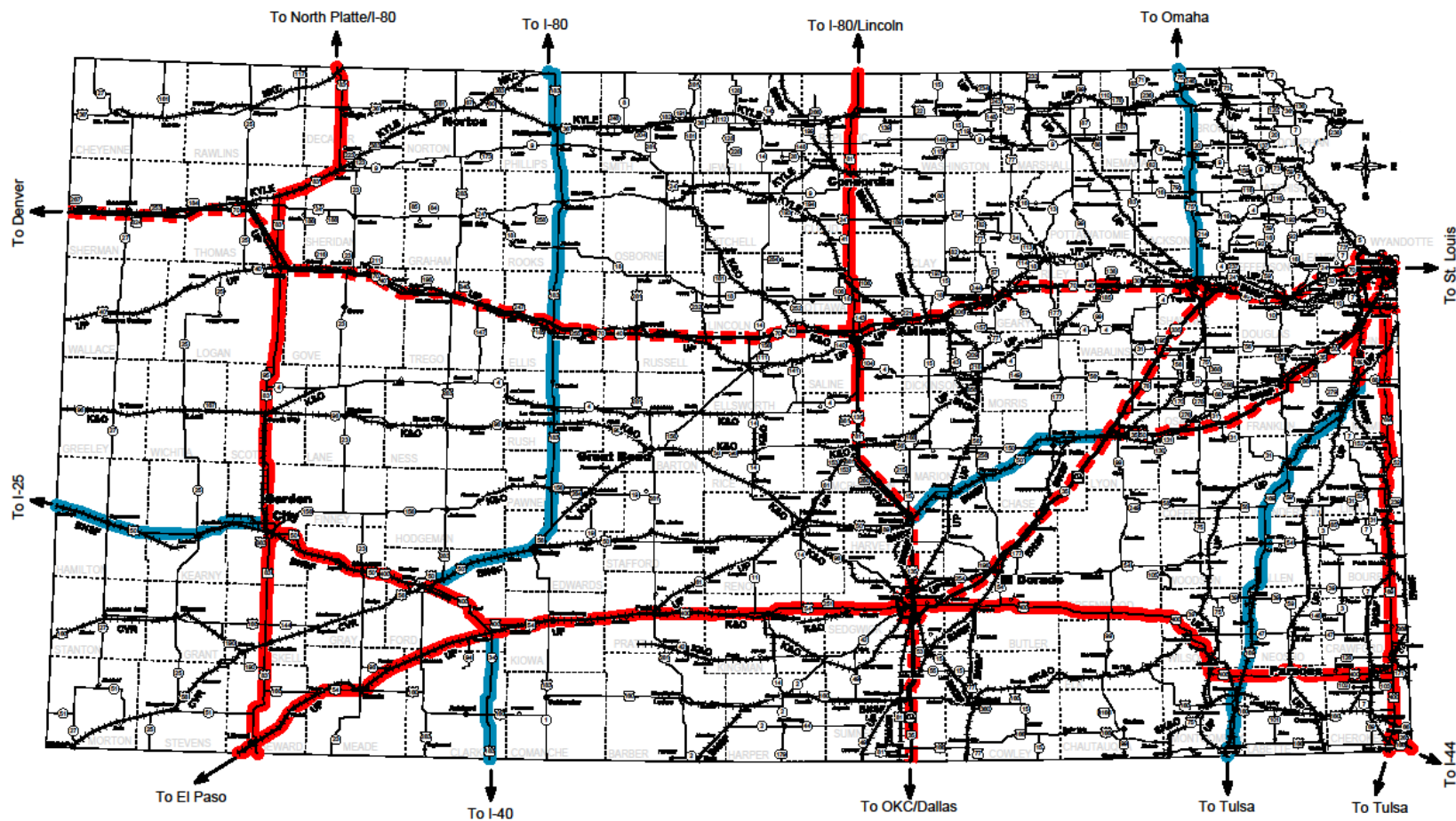
KFAC Heat Map

Freight Advisory Committee Member Map Summary



Kansas Freight Corridors of Significance

Kansas Highway Freight Corridors of Significance



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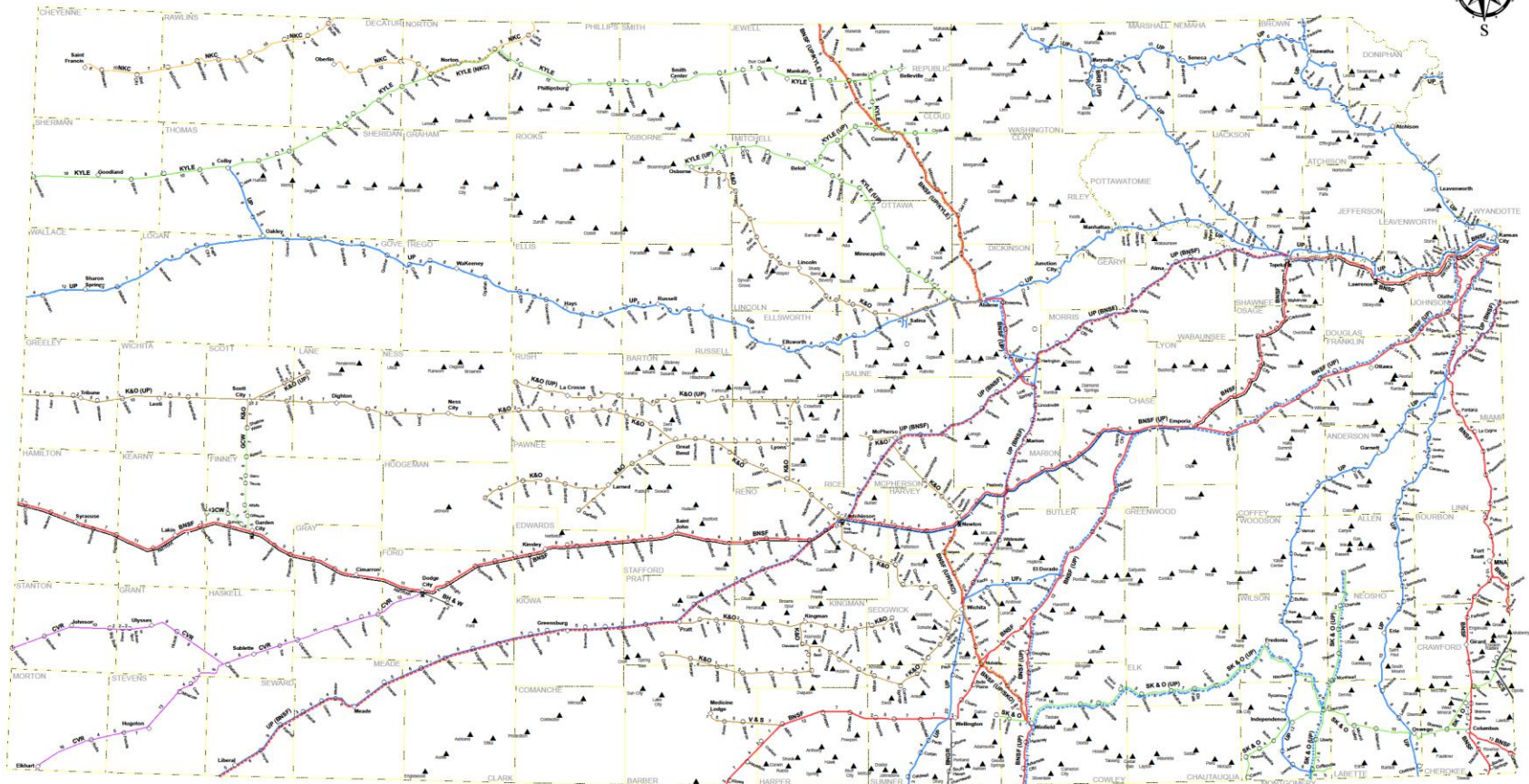
Freight Corridors of Significance

■ Interstate ■ Primary ■ Secondary

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BUREAU OF TRANSPORTATION PLANNING
State Highway Sys. B&W.gps
8/5/2015

Kansas Railroad System

Kansas Railroad Map 2015



BNSF Railway 1237 miles
 Union Pacific 1535 miles
 Kyle Railroad System 269 miles
 Kyle Railroad System, Leased from UP 132 miles
 Kansas & Oklahoma Railroad 642 Miles
 Kansas & Oklahoma Railroad, UP owned 111 Miles
 Blackwell Northern Gateway Railroad 18 miles
 Blue Pacific Railroad 10 miles
 Basford and Western Railway 12 miles
 Cimarron Valley Railway 162 miles
 Garden City Western Railway 45 miles
 Kansas City Southern 13 miles
 Missouri & Northern Arkansas 8 miles
 Nebraska Kansas Colorado Railway 122 miles
 South Kansas & Oklahoma 273 miles
 V & S Railway 24 miles
 New Century Amstar Railroad 5 miles
 Wichita Terminal Association 3 miles
 Kansas City Terminal Railway 25 miles
 AMTRAK



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 BUREAU OF TRANSPORTATION PLANNING
 MAP CREATED MONDAY, FEBRUARY 2, 2015
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Transload Facility Site Analysis



□ **Timeframe**

- Phase 1 – January 2015 through August 2015: Site Selection Process
- Phase 2 – September 2015 through February 2016: Detailed Technical, Environmental, Commercial/Financial; Construction Analyses; Funding Partnerships; and Agreements
- Phase 3 – Preliminary Engineering (January – February 2016)
- Phase 4 – Construction (timeline to be determined during PE)

□ **Transload Facility Site Analysis Advisory Committee**

- Two meetings – February and June 2015
- Members representing – agriculture, manufacturing, chambers of commerce, Class I and short line railroads, trucking companies, economic development organizations, industry organizations, and the FHWA
- Departments of Commerce and Agriculture Served in Advisory Capacity
- Consultant – HDR; Subconsultant Dodd Consulting Group, Inc.
- Overview of transload facility characteristics, operations and benefits
- Inventory of existing transload facilities in Kansas
- Transload facility site location criteria
- Engagement of the advisory committee
- Site recommendations for potential transload facilities
- Review technical memos
- Final report

TFSA Advisory Committee



February 19, 2015 - Topeka



- **Transload Facility Site Analysis Advisory Committee Role**
 - Provide advice and recommendations
 - Listen to and understand any concerns, issues, trends and needs
 - Reflect input and comments in site assessment process as appropriate
 - Serve as a collaborative, interdisciplinary sounding board for the TFSA teams from KDOT and HDR
 - Provide insight and perspective on various siting criteria and priorities

TFSA Site Selection Criteria



□ **Site Criteria**

- **Minimum of 40 contiguous acres**
 - Room to expand?
 - Zoning?
 - Existing or potential environmental issues?
 - Property terrain characteristics
- **Rail Access**
 - Existing – if yes, what is frequency of service? Can the site be served without blocking mainline traffic?
 - Adjacent with connection
 - Adjacent with no connection
 - Build-in (distance)
- **Will Railroad Serve the Site?**
- **Highway Access to Interstate, U.S. or state highway routes**
- **Local Roadway Access**
- **Potential geometric impediments for truck traffic (especially OSOW)**

TFSA Site Selection Criteria



- **Utilities**

- Currently available? If so, which utilities?
- If not currently available what is the process, timeframe and cost to locate?

- **Anchor Commodity/Customer**

- Is there an existing or potential anchor business?
- Are there existing commodities currently being shipped by truck in the absence of rail service?
- Which commodities/sectors are prospective customers?
 - Construction
 - Agricultural
 - Manufacturing
 - Warehousing
 - Multi-use

- **Local Trucking Partners**

- **Competing Transload Facilities**

- Are there existing transload facilities in the proposed catchment area?
- If so, what commodities are handled?
- Would it compete for market share?

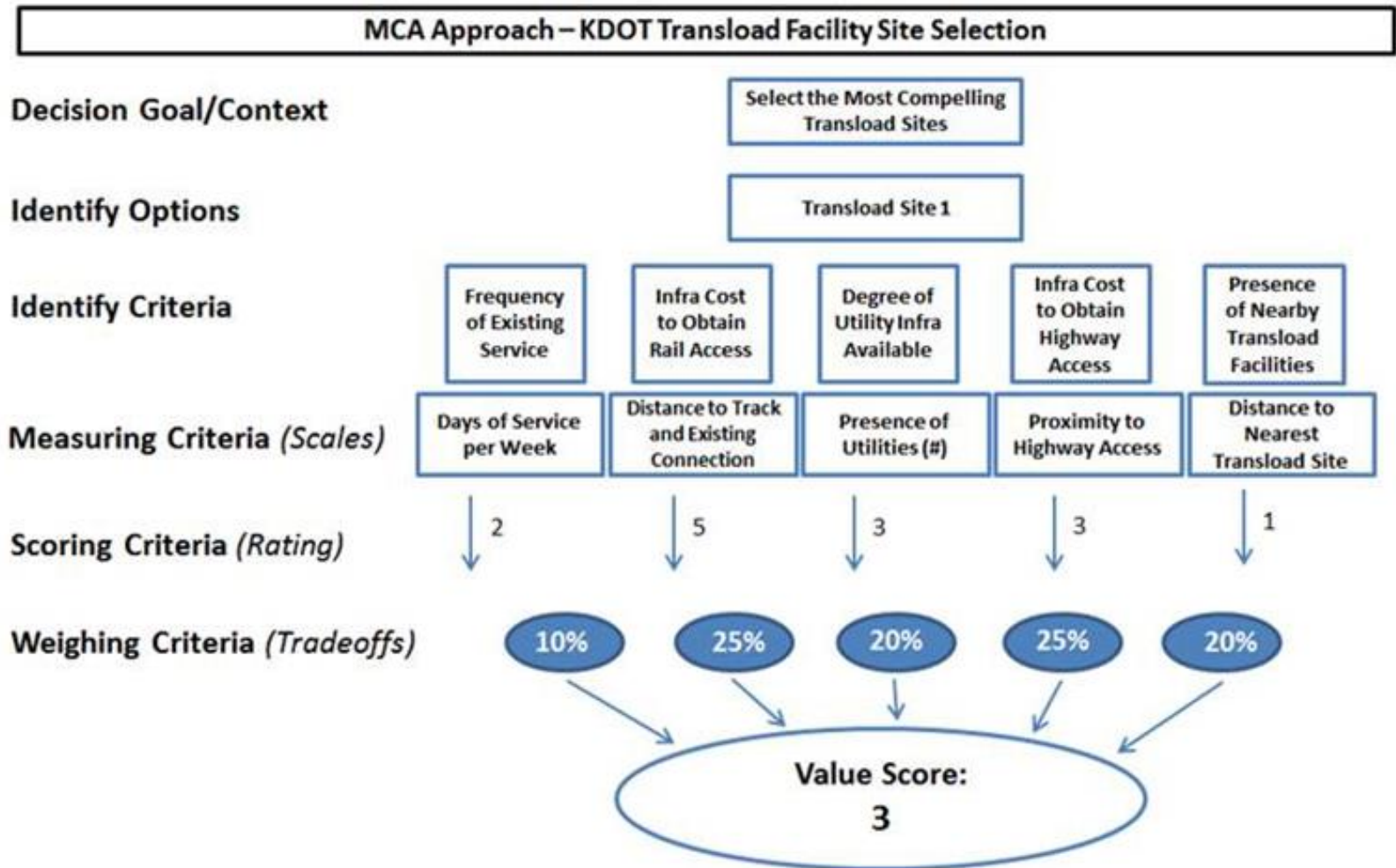
TFSA Site Selection Criteria



■ Community Involvement

- Will the community support a transload facility?
- What is the level of support?
- Is there a local workforce available?
- Is workforce training available?
- Will the local unit(s) of government contribute to the construction of a transload facility and any ancillary improvements (e.g. local roadways, utilities, economic development incentives, etc.).

Multi-Criteria Analysis (MCA)



Transload Facility Site Selection Committee



□ Committee Makeup

- 11 Members: Real estate; banking; marketing; agriculture; accounting; energy; technology; legal; education; transportation
- Upper level management
- Presentations over one and one-half days
- 45 minute presentations by each Tier 1 finalist (approximately 25 minute presentation and 20 minutes questions/answers)
- Representatives from the four serving railroads answered committee questions for approximately 45 minutes following presentations
- Deliberation and decision

TFSA Site Selection Process, PE and Construction – 24 to 36 months



✓ **STEP 1: Call for sites that are right size, near rail, near roads (Questionnaire 1) 111 sites**

✓ **STEP 2: Assess sites for readiness (Questionnaire 2) 98 sites**

✓ **STEP 3: Gather input from railroads on ability and interest in serving sites 71 sites**

✓ **STEP 4: Further assess sites for readiness (Questionnaire 3) 41 sites**

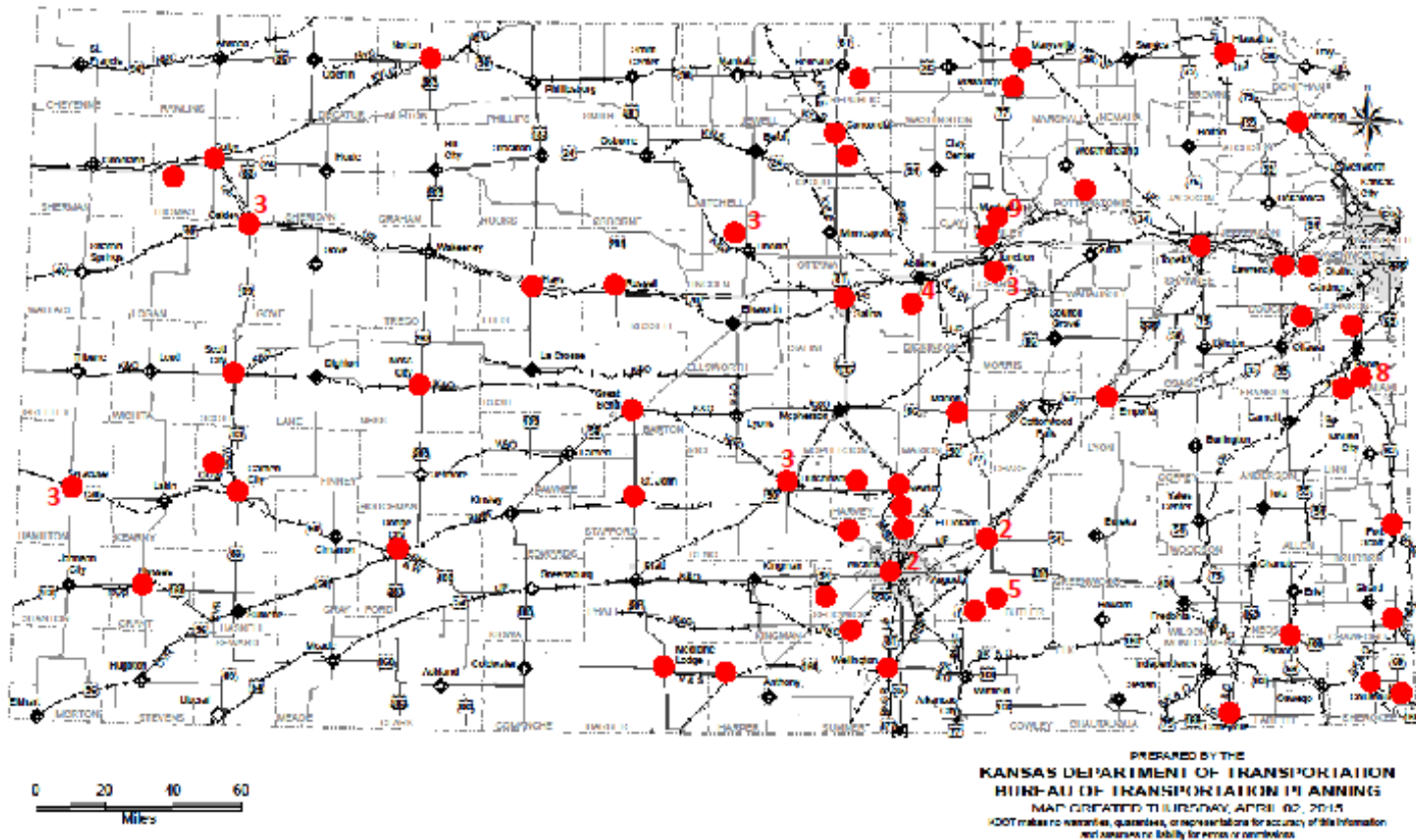
✓ **STEP 5: Desktop analysis and limited multi-criteria analysis 7 sites**

✓ **STEP 6: Site presentations and detailed multi-criteria analysis 2 sites**

▪ **STEP 7: Final analysis/due diligence, PE, funding contributions, agreements 2 sites**

▪ **STEP 8: Construction 2 sites**

111 Sites Representing All Geographic Regions of Kansas



- 2 Class 1 Railroads
- 6 Short Line Railroads

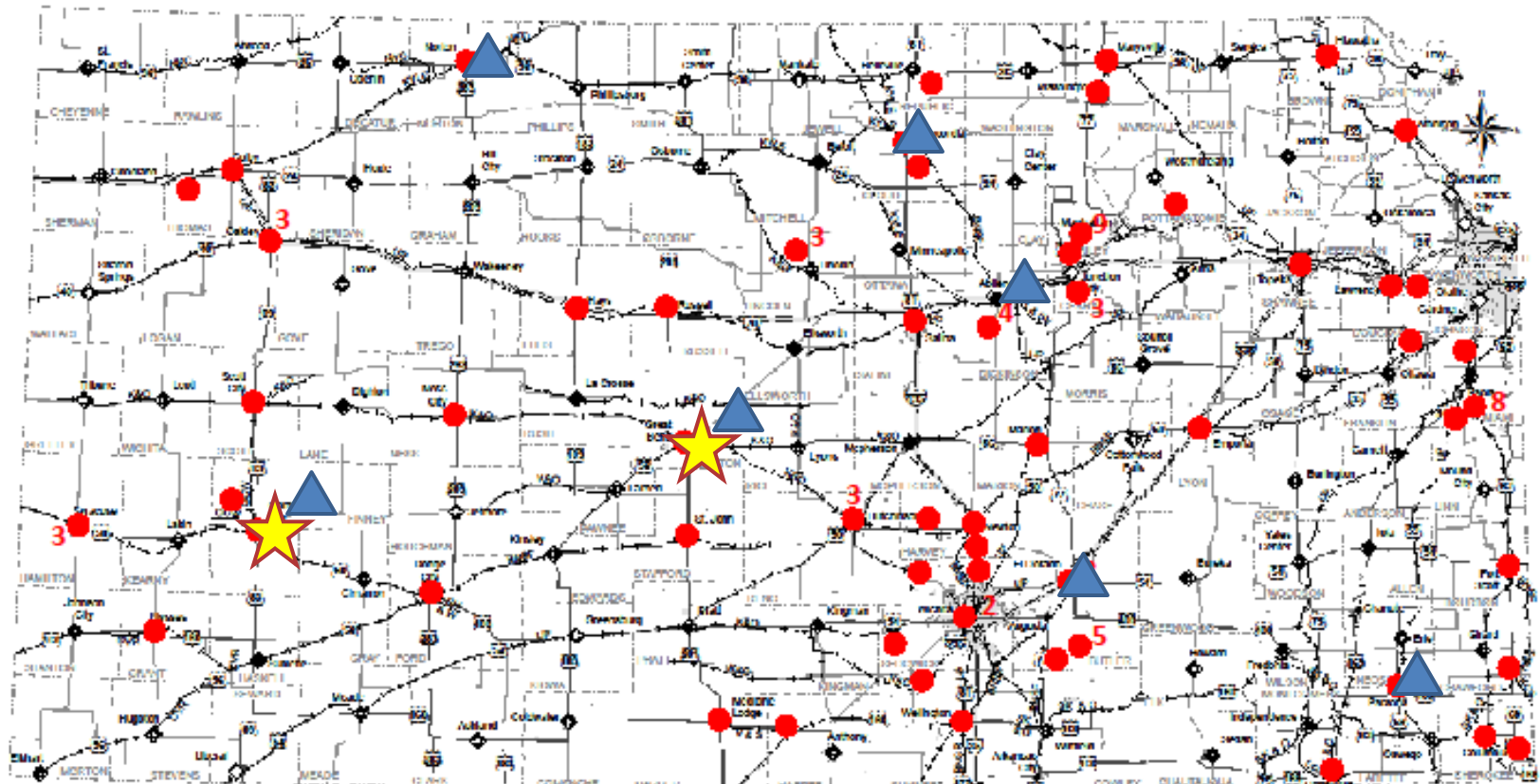
Railroads Represented: BNSF, UP, KYLE (GWRR), SKO and KO (WATCO), CVR, BWNR, VSR



**Tier 1 Finalists: Concordia, Norton, Abilene, Parsons,
El Dorado, Great Bend, Garden City**



**Selected Sites: Great Bend (BNSF), Garden City
(KO – WATCO [short line])**



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MAP CREATED TO ILLUSTRATE APRIL 2015
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Additional Due Diligence

Top 2 Sites



- **Technical: Gain full understanding of project elements and potential phasing opportunities**
 - Design
 - Current Infrastructure Condition (road, rail and utilities)
 - Road Improvements and costs; timeframe
 - Rail Improvements and costs; timeframe
 - Utilities and costs; timeframe
 - Topography Issues (if any)

- **Environmental: Provide detail on potential environmental constrains and permitting timeline**
 - Identify Required Permits and Timeframe to Acquire
 - Identify any Environmental Constraints/Mitigation that may be present and Timeframe to Mitigate

Additional Due Diligence

Top 2 Sites



- **Commercial/Financial: Assess economic viability of site in terms of lifecycle cost as compared to revenue**
 - Identify/Confirm
 - Site Owner
 - Site Developer
 - Site Operator
 - Anchor Tenant
 - Funding Partners (in addition to KDOT) – city, county, developer/operator, tenants, railroad: what is level of funding commitment?
 - Are there additional potential funding sources – e.g. Kansas Department of Commerce Programs? Federal Programs?
 - Are there other incentives (e.g. tax) being offered?

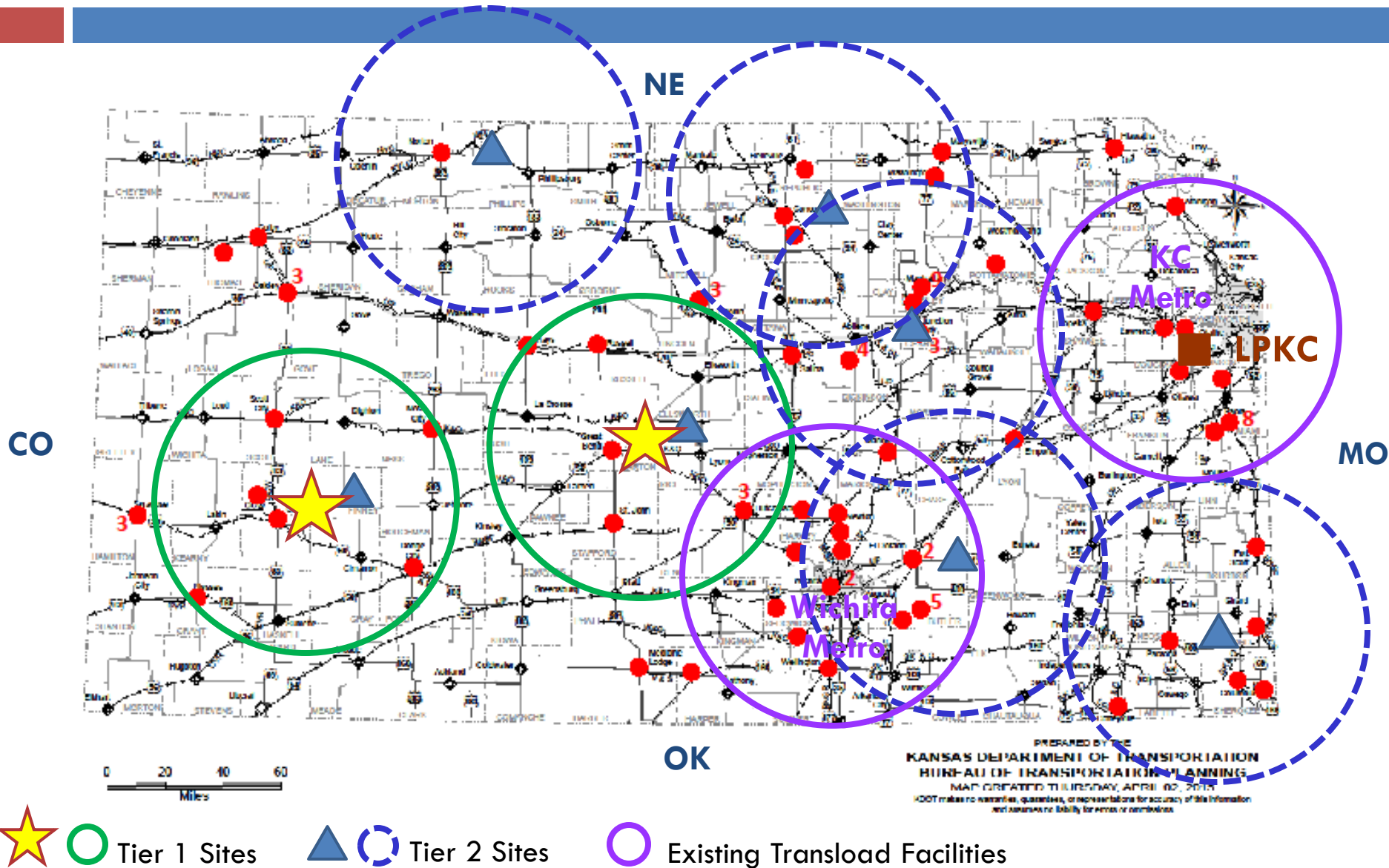
Additional Due Diligence

Top 2 Sites



- **Commercial/Financial: Assess economic viability of site in terms of lifecycle cost as compared to revenue**
 - Detailed Business, Marketing and Operating Plans
 - Coordination With Other Communities Within Regional Zone of Influence
 - Detailed Information About Future Tenants – type(s) of business(es)
 - Detailed Information About Potential Customers in Catchment Area
 - Potential Revenue Sources Derived From: Leases; Transload Operations; Warehousing; Other
 - Pricing Structure: Lease Rates; Transload Rates; Other
 - Rail Service and Car Supply
 - Short-Haul Trucking Partner(s)
 - What is the Estimated Cost of the Project? What is the Level of Confidence in the Estimate? What is the Construction Timeframe?
 - Site Construction
 - Rail Improvements
 - Roadway Improvements
 - Utility Improvements

Regional Area of Influence (Catchment Zone)



Moving Forward



- **Follow-up Meetings/Interviews With Representatives From Garden City and Great Bend (TFSA Phase II – Discovery Phase):**
 - Identify Potential Gaps in Information and Data
 - Identify Potential “Red Flags” That Would Need Further Analysis
 - Detailed Site Visits – November 16 and 17, 2015
 - Individual Workshops With Garden City and Great Bend – early 2016
 - Preliminary Engineering – January – February 2016
 - Partnerships/Agreements: KDOT; Local Units of Government; KDOC; Railroad(s); Utilities; Private Sector – ongoing
 - Construction

Great Bend Site Review

■ **November 16, 2015**



Garden City Site Review

■ **November 16, 2015**



**Site visit cancelled due
to tornado warnings at
4:24 pm and 4:59 pm**

Final Report Release in Early to Mid December 2015



TRANSLOAD FACILITY SITE ANALYSIS

SITE SELECTION



TRANSLOAD FACILITY SITE ANALYSIS
SITE SELECTION

Transload Facility Site Analysis Site Selection

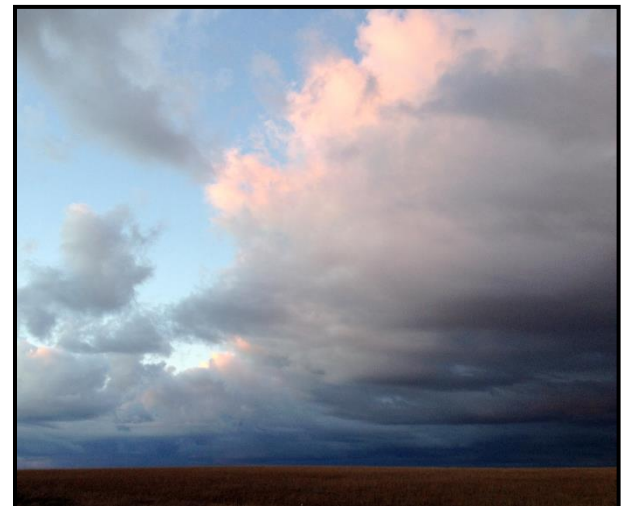
Prepared for
Kansas Department of Transportation
and Kansas Turnpike Authority

Prepared by



Konza Prairie: I-70

Between Junction City and Manhattan



THANK YOU! QUESTIONS...



Our Economy Rides On It

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